



Business Development Manager for North America

InnoEnergy Skills Institute

The Role

EIT InnoEnergy is seeking a Business Development Manager for the InnoEnergy Skills Institute (ISI) based in the US Office located in Boston, Massachusetts. EIT InnoEnergy is looking for an enthusiastic, entrepreneurial, team-oriented and hands-on candidate who is interested in tackling the challenge of training the future workforce needed to decarbonize the global economy.

The candidate will drive US sales and business development for the ISI learning platform, building on the initial US market rollout in 2022 and leveraging ISI's success in launching the business in Europe over the past three years. The position will work closely with ISI's central team based in Europe. Qualified candidates are results-driven professionals who actively identify, pursue, engage, and solidify new and existing customers by providing complete and appropriate solutions to boost customer levels, revenue growth, and profitability. This opportunity is for a competitive salesperson who thrives on a fast-paced, professional challenge that maximizes their earnings and potential.

About InnoEnergy Skills Institute

The transition to decarbonizing the economy and creating a sustainable future demands a new approach to upskilling and reskilling the workforce. Launched April 1, 2023, the InnoEnergy Skills Institute is a response to this impending skills shortage and will focus on equipping the global workforce with the knowledge and expertise needed to decarbonize the economy. ISI builds on EIT InnoEnergy's core work in developing its Master's School (begun 10 years ago) along with training services created to support its flagship value chain alliance established in 2017, the European Battery Alliance.

The InnoEnergy Skills Institute aims to equip the global workforce with the knowledge and expertise needed to meet this demand. The Institute is inspired and informed by EIT InnoEnergy's leadership of key industrial alliances spanning energy storage, green hydrogen, and photovoltaics. Companies of all sizes, universities, and training providers worldwide can benefit from their courses, backed by a range of sector experts, alliances, and partnerships.

The Institute's agile, modular approach to training will deliver the latest trends and learnings in energy storage, photovoltaics, green hydrogen, and many other forms of clean technology. For customers who prefer a customized approach, the institute will work with them to develop programs that meet specific requirements.

Experts expect up to 4 million new jobs will be needed in the US and Europe alone in the next few years. As a result, employees from entry level to engineer to executive level will need to be trained, re/up-skilled to meet this demand.

Key Responsibilities

- Develop and increase business and market success (sales and revenue) for ISI in the USA and Canada
- Support key account managers on major accounts to ensure customer success
- Establish an education ecosystem with industry, public and private training providers, and governments (federal and state)
- Identify new business lines in the battery, EV, and electrification industry related to education, HR services, and EdTech.
- Drive the sales pipeline from lead generation to contract conclusion and the full account management cycle (Including structured account growth)
- Work with the Skills Institute central team with members in the US and Europe.
- Be part of the global ISI business team to advance its mission and growth ambitions, expanding from battery and storage content to skills required to build the green hydrogen economy, solar PV manufacturing industry, and more.

Required Skills and Experience

You have:

- Completed an undergraduate Bachelor's or equivalent degree. Graduate degree (MBA, engineering or comparable degree preferred).
- Experience in sales, revenue responsibility and/ or (strategic) account or partner management with a demonstrated success record.
- At least 5 years+ experience in relevant functions either within the commercial education sector or within industry Learning & Development processes (automotive sector preferred)
- Knowledge of financial instruments and public funding opportunities for re/up-skilling workers in the clean energy transition (eg Inflation Reduction Act)
- In general, a broad experience in the field of professional education, training, learning products, and innovations is welcome
- Experience in the field of engineering training is a plus (or other industries, initially related to batteries and electrification)
- Conceptual and operational knowledge of a broad range of E-Learning and training instruments, with conceptual knowledge of the latest trends such as AR and VR is a plus
- Results-driven self-starter with a passion for sustainability and reducing the workforce barriers required to transition to a clean energy economy.
- Traveling is an integral part of the job, on average 30% of the time, including to Europe.

This position is based at EIT InnoEnergy's office in Somerville, Massachusetts located at Greentown Labs, in the Boston area.

Our offer:

- Working at the forefront of creating a more sustainable world
- An exciting, fast-paced, and energizing environment
- An excellent remuneration package Salary/ Bonus/ 401k benefits/ flexible work environment
- Room for personal development

Our Mission:

To build a sustainable, long-lasting operational framework amongst the three actors of the knowledge triangle in the energy sector: industry, research and higher education, while ensuring that the integration of the three is more efficient and has a higher impact on innovation (talent, technology, companies) than the three standing alone.

Diversity

EIT InnoEnergy we are committed to equal opportunity regardless of gender, ethnicity, religion, disability, sexual orientation, or identity. We foster and embrace the diversity found in our workplace and within our trusted eco-system.

About EIT InnoEnergy

EIT InnoEnergy opened a US office in 2020 to extend and connect its ecosystem and offerings in education, training, early stage investing, and value chain alliance building to North America.

EIT InnoEnergy operates at the center of the energy transition and is the leading innovation engine in sustainable energy, bringing the technology and skills required to accelerate the green deal, progress towards Europe's decarbonization goal, and improve energy security.

Ranked as Europe's top impact investor in cleantech in 2022, named in 2023 as a top 10 active deep tech investor by Sifted, and recognized globally as the most active sustainable energy investor, EIT InnoEnergy backs innovations across a range of areas. These include energy storage, transport and mobility, renewables, and sustainable buildings and cities – leveraging its trusted ecosystem of 1200+ partners and 29 shareholders.

The 180+ portfolio companies are on track to generate €72.8 billion in revenue and save 1.1G tons of CO2e annually by 2030. Collectively, these companies have raised €8 billion in investment to date, with 90% of start-ups working with corporations to further progress.

EIT InnoEnergy is the driving force behind three strategic European initiatives which include the European Battery Alliance (EBA), the European Green Hydrogen Acceleration Center (EGHAC), and the

European Solar Photovoltaic Industry Alliance. These strategic value chain alliances are responsibilities for generating more than \$100B in GDP since 2017.

EIT InnoEnergy was established in 2010 and is supported by the European Institute of Innovation and Technology (EIT), an independent EU body set up in 2008 to drive innovation and entrepreneurship across Europe. Since its inception, EIT InnoEnergy has screened more than 7,000 start-ups, launched more than 300 products to market and overseen its portfolio companies filing 290+ patents. Today, EIT InnoEnergy has a 200+ strong team with offices in Boston and across Europe (Benelux, Scandinavia, France, Germany, Iberia and Central & Eastern Europe [Poland]).

How to apply

Please send your resume and cover letter to Max Slane (Business Development Associate, US office) via max.slane@innoenergy.com, CC mark.vasu@innoenergy.com (US Operations Manager)

www.innoenergy.com www.eghac.com www.eba250.com